

Message Text

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PAGE 01 QUITO 00847 042230Z

72

ACTION DOTE-00

INFO OCT-01 ARA-10 ISO-00 EB-07 L-02 COME-00 OMB-01 TRSE-00

AID-05 CIAE-00 INR-07 NSAE-00 RSC-01 SSO-00 INRE-00

/034 W

----- 026572

O R 042202Z FEB 75

FM AMEMBASSY QUITO

TO SECSTATE WASHDC IMMEDIATE 4299

INFO AMCONSUL GUAYAQUIL

UNCLAS QUITO 0847

E.O. 11652: N/A

TAGS: BEXP, EC

SUBJECT: ROAD BUILDING EQUIPMENT PURCHASE

REF: STATE 018834 AND PREVIOUS

1. MINISTRY OF PUBLIC WORKS HAS ORALLY AGREED TO CONDITIONS EXPRESSED IN PARA 1 OF REFTTEL.

2. DURING JAN. 29 MEETING, MINISTER PUMA STRESSED IMPORTANCE OF COST FACTOR, AND SPECIFICALLY REQUESTED THAT FHWA OFFICIAL BRING WITH HIM PRICE FIGURES FOR EACH TYPE OF EQUIPMENT ON LIST, AS WELL AS ESTIMATED DELIVERY TIMES.

3. MINISTRY WILL BE CONTRACTING AGENCY FOR GOE AND, IN THE FIRST INSTANCE AT LEAST, FHWA WILL BE DEALING DIRECTLY WITH MINISTER HIMSELF.

4. DURING PAST MONTH, EMBASSY HAS HAD OPPORTUNITY TO INTERVIEW SEVERAL U.S. SUPPLIERS OF CONSTRUCTION EQUIPMENT WHO STATED THEY ARE BOTH VERY INTERESTED AND ABLE TO PROVIDE IMMEDIATELY PART OF MINISTRY'S EQUIPMENT NEEDS. FHWA MAY WISH TO CONSIDER CONTACTING FOLLOWING FIRMS: A. TEREX MOTORS, HUDSON, OHIO, ATTN: GEORGE PERRY, GENERAL MANAGER AND VP (SOURCE: JOSEPH FLORA, GM REP. IN UNCLASSIFIED

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PANAMA); B. GMC TRUCK AND COACH, PONTIAC, MICH., ATTN:

ALEX MAIER, GENERAL MANAGER (SOURCE: JOSEPH FLORA); C.
CRANE CARRIER CO., TULSA, OKLA, ATTN: ANTHONY MUNOZ,
VP FOR INTERN'L OPNS, TEL((918) 836-1651); D.
JOHN F. FABICK TRACTOR CO., FABICK DRIVE, FENTON,
MISSOURI, ATTN: FRANCIS FABICK (FABICK REPORTEDLY HAS
MUCH EXPERIENCE PUTTING TOGETHER LARGE EQUIPMENT PACKAGES
FOR MAJOR CONSTRUCTION PROJECTS).

5. EMBASSY CABLING SEPTTEL NEW LIST JUST RECEIVED FROM
MINISTRY WHICH CONTAINS MORE DETAILS ON EQUIPMENT DESIRED.

6. ACTION REQUESTED. FHWA OFFICIAL SHOULD ARRIVE AT EARLIEST
OPPORTUNITY WITH AS MUCH DATA ON EQUIPMENT AS POSSIBLE.
AS NOTED ABOVE, COST OF ITEMS IS MOST IMPORTANT FACTOR.
PLEASE ADVISE TRAVEL PLANS SO THAT WE CAN MEET AND ASSIST.
BREWSTER

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NNN

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